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Message Text

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20
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 SSO-00 /020 W
---------- 110122
O P 200808Z JUN 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC IMMEDIATE 1408
INFO USDOC WASHDC PRIORITY

C O N F I D E N T I A L MOSCOW 8562

USDOC FOR BEWT/DOWNEY

E.O. 11652: GDS
TAGS: ETRD, EEWT, ETRN, UR, US
SUBJECT: SPERRY-UNIVAC BID FOR SOVIET ATC CONTRACT

REF: A) MOSCOW 7561; B) MOSCOW 8336

1. AT SUGGESTION OF MINISTRY OF CIVIL AVIATION OFFICIALS APPARENTLY SYMPATHETIC TO SPERRY-UNIVAC CAUSE IN ATC COMPETITION, UNIVAC OFFICIALS HAVE BEEN MAKING MAJOR EFFORT TO MEET WITH MINISTER OF CIVIL AVIATION BUGAYEV. LATTER HAS RESISTED UNIVAC'S EFFORTS, BUT, ACCORDING TO UNIVAC OFFICIAL RON SLIMAK, HAS INDICATED READINESS TO HEAR UNIVAC MESSAGE FROM AMBASSADOR. BUGAYEV'S RATIONALE, ACCORDING TO MINISTRY OFFICIALS, IS THAT HE IS "POLITICAL" RATHER THAN "COMMERCIAL" OFFICIAL.

2. IN VIEW FACT THAT I HAVE NOT YET PAID OFFICIAL CALL ON BUGAYEV, PRESENT CIRCUMSTANCES MIGHT BE USEFUL TIME TO DO SO. UNLESS DEPARTMENT BELIEVES SUCH AN APPROACH WOULD BE INAPPROPRIATE, I WOULD PROPOSE TO REQUEST AN APPOINTMENT WITH BUGAYEV DURING WEEK OF JUNE 23. DURING THIS MEETING, I WOULD REFER TO THE UNIVAC PROPOSAL ON THE ATC CONTRACT, NOTE THAT ALL NECESSARY USG APPROVALS FOR SALE OF THE ARTSIII SYSTEM HAVE BEEN GRANTED, POINT OUT THE DEGREE OF SUPPORT WHICH THE FAA IS PREPARED TO PROVIDE IF A U.S. SYSTEM IS PURCHASED (PER RECENT COCHRAN-BUGAYEV LETTER) AND EXPRESS HOPE THAT SOVIETS WILL PURCHASE ARTS III SYSTEM IN VIEW OF ITS UNQUESTIONED
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TECHNICAL SUPERIORITY. IN ORDER TO AVOID GIVING IMPRESSION

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THAT PURPOSE OF MEETING WAS SOLELY FOR PRESENTATION ON ATC
QUESTION, I WOULD ALSO PLAN TO RAISE OTHER ASPECTS OF OUR
RELATIONS WITH SOVIETS IN CIVIL AVIATION AREA.
STOESSEL

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